

HQAA puts billers to the test

BY LIZ BEAULIEU, Editor

BOOTH 1645 – HQAA is doing a “soft launch” for a new accreditation program specifically for third-party billing companies at Medtrade in October.

HQAA, one of 10 agencies approved by Medicare to accredit HME providers, completed beta testing for the new program with a handful of billing companies in September.

“This is part of our continued effort in accreditation in the chain between the patient and Medicare,” said Mary Nicholas, executive director.

HQAA developed the standards for the program from a number of sources, including health information networks and the Office of Inspector General (OIG).

Accreditation is not required for third-party billing companies, but HQAA still believes there’s a need for it.

HQAA’s standards

Here are examples of what HQAA, as part of its new accreditation program, is looking for in third-party billing companies:

- **Compliance and human resources:** Billing staff is required to undergo competency testing to ensure consistent accuracy and understanding.
- **Audits:** What processes and procedures are in place when a billing company is informed they’re being audited?
- **Communication:** How does the billing company communicate with its clients and inform them of their responsibilities? **HME**

“We’ve come across enough independent billing companies that have not been on the up and up with some of our providers and have taken them down a path that

they shouldn’t have gone down,” Nicholas said. “It’s good to have another set of eyes.”

Professional Medical Administrators was one of the billing companies involved in beta testing. Owner Sylvia Toscano says her company passed with no deficiencies.

“I knew we were 95% compliant, but we wanted to validate it,” she said. “We wanted to see how we’d measure up under scrutiny.”

Toscano sees benefit in the program for HME providers in that it will help keep billing companies on their toes.

“Any type of accreditation requires upkeep,” Toscano said. “It forces you to look at what you’re doing on a regular basis and makes you want to strive to do better. Already, after going through the beta testing, I want to try to build a better mousetrap.” HQAA officially launches the program Jan. 1, 2012. **HME**

Durable Medical Equipment

Drive Medical Comfort Mattress in Super-Compact Shipping Carton

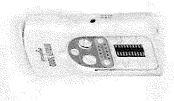
The Drive Medical Quick ‘N Easy Comfort Mattress features super compression technology that allows it to fit in a 37.5-inch x 14-inch x 14-inch box. The mattress’s inner core is encased in a fire-retardant barrier, meeting regulation 16 CFR 1633. A non-slip bottom and four corner straps keep the mattress securely in place. Two carry handles on the side make lifting and placement easier.



www.drivemedical.com
BOOTH: 1334

Current Solutions INTENSITY 5000 Hybrid

The INTENSITY 5000 Hybrid device from Current Solutions is both digital and analog. This TENS device combines the ease of traditional knobs with the beauty of LED technology to give users the feedback they need to get the right therapy at the right time. The INTENSITY 5000 Hybrid has five modes and a timer, and comes with a hard case, electrodes, user manual, lead wires and 9-volt battery.



www.currentsolutionsnow.com
BOOTH: 1374

Merits Health Products EZ Lift

The EZ Lift is lightweight and easy to install with no platform or straps required. The EZ Lift attaches to vehicles with a Class 1, II or III tow hitch. The customized triangular docking bracket safely locks the power wheelchair or scooter into place. The EZ Lift comes standard with the tilting kit to allow the user easy access to vehicles with a rear door

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Roscoe Medical Z-Series Deluxe Rollator

The Roscoe Z-Series line of Deluxe Rollators features a sleek frame design with a zippered nylon pouch under the seat for added security of personal items. The ergonomic brake handles are easy to grip and the large “mushroom” style backrest release is ideal for individuals with limited hand dexterity. A padded seat adds comfort and convenience. Three models available: Z8000 (deluxe model with 8-inch wheels), Z6000 (junior model with 6-inch wheels), and Z6001 (junior model with 6-inch wheels).

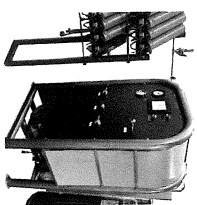


www.roscoemedical.com
BOOTH: 1845

Oxygen

CryoVation Semi-Automated Portable Oxygen Filling System

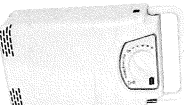
CryoVation’s semi-automated filling system includes full color touch-screen controls to let you accurately and quickly fill medical oxygen cylinders directly from a conventional liquid oxygen cylinder. The computer-programmed system reduces operator error, decreases down time and provides an accurate fill every time. The system fills up to 200 “E” cylinders per hour without a bulk tank, fills all size medical cylinders, and is expandable with additional vaporizer capacity.



www.cryovation.com
BOOTH: 1065

Precision Medical EasyPulsePOC Portable Oxygen Concentrator

Precision Medical’s EasyPulsePOC Portable Oxygen Concentrator, the latest in its line of patented, Controlled Minute Volume Technology (CMV) products, weighs 6.8 pounds. The 5-pulse setting POC features simple, patient-friendly design with one control knob to turn the device on and choose the setting. Internal battery life is 3.2 hours at setting 2, with an external battery available that doubles the patient’s mobility time.



www.precisionmedical.com
BOOTH: 1055

Responsive Respiratory O2 To Go! Cylinder Duration Calculator

Respiratory’s free O2 To Go! Cylinder Duration Calculator app is designed to keep patients informed about how long their cylinders will last. The app features a user-friendly interface with a large number of device, cylinder and flow range combinations. The calculation is based on user input of device, liter flow setting, cylinder size and contents. Additionally, the app includes a product reference guide with information on the most commonly used oxygen products.



www.respondo2.com
BOOTH: 2431

Captive Technologies Station Master

The Station Master in-home oxygen distribution system eliminates the hazards of a 50-foot oxygen tube. A standard concentrator is connected to an Auto-Pneumatic Fluidic Flow Controller that supplies oxygen to three remote stations located up to 100 feet away, anywhere in

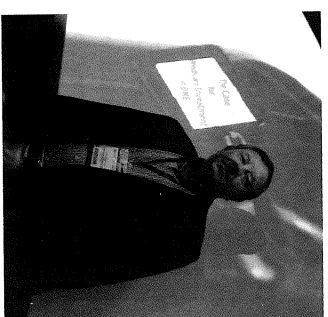
ROI study

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the mobility, respiratory and sleep therapy business segments.

For mobility, the study looked at the impact of falls on the healthcare cost burden and came up with a staggering number: \$20.5 billion. That figure represents how much beneficiary falls cost Medicare and the healthcare industry each year, he said, as falls cause severe injuries, resultant surgeries, extended acute care and sub-acute care stays. In calculating expenditures vs. savings, Letten concluded that mobility saves Medicare \$10.73 for every \$1 dollar it invests and that the \$1 invested is returned to Medicare in just over five months.

The study makes the same assertions for respiratory therapy on COPD patients—an annual savings of \$7.4 billion to \$13 billion, and savings of about \$6 for every \$1 invested with a two-month payback of that dollar. CPAP therapy saves Medicare



BRIAN LETTEN says CMS needs to “invest” in HME.

nearly \$11 billion by preventing the sleep apnea complications of coronary disease, congestive heart failure, atrial fibrillation and stroke, according to the study, which did not measure the other co-morbidities of hypertension, obesity and diabetes. CPAP’s return on investment for Medicare’s \$1 investment is \$6.21.

“These findings should be intuitively obvious to the casual observer,” Letten concluded. “The return is so much greater than the dollars CMS is trying to save.” **HME**

the home. Each station has a quick connect oxygen outlet coupler that matches a barbed connector inserted into a standard cannula. Household scissors are the only tool needed to install the system.

www.captivetechologies.com
BOOTH: 1058

Newport Medical Instruments Newport HT70 Ventilator

Newport HT70 is a rugged, portable ventilator for patients 5 kg to adult, for home care, transport, hospital, long-term care, and emergency preparedness. A hot swappable internal battery provides up to 10 hours of operation. Clinical capabilities include invasive or non-invasive ventilation with pressure support, NIV, BIV, trends, event log and comprehensive alarms. The HT70 Plus offers a flow sensor, expiratory tidal volume monitoring and waveform graphics.



www.ventilators.com
BOOTH: 315

Invacare HomeFill DS Oxygen System

The new Invacare HomeFill DS Oxygen System is a transfilling system designed for use with the Perfecto2 DS Concentrator, as well as being compatible with the Invacare Perfecto2 Concentrator and Invacare Platinum Concentrator. It is lightweight and quiet, and boasts low power consumption with a 61% reduction in sound level, an 8% reduction in weight and an 18% reduction in power consumption versus the current HomeFill System.



www.invacare.com
BOOTH: 714

Caire Sequel Caire Sequel Eclipse 3

The Eclipse 3 features enhanced performance, clinical benefits and innovative accessories. The Eclipse 3 includes autoSat Technology with

adjustable sensitivity for consistent FIO2 at higher breath rates, continuous flow of 0.5 LPM to 3.0 LPM. It is approved for pediatric and adult use. New pulse flow capabilities and improved ATF features are also included.

www.caire-sequel.com
BOOTH: 2345

Nonin Medical Onyx Vantage 9590 Finger Pulse Oximeter

Nonin Medical’s Onyx Vantage 9590 Finger pulse oximeter with PureSAT technology quickly and accurately captures SpO2 and pulse rate measurements—even on patients with low perfusion and dark skin pigmentation. It provides up to 6,000 spot checks or 36 hours of continual operation. Onyx Vantage provides accurate data for actionable decision-making.



www.nonin.com
BOOTH: 2618

Accessories

Carex Health Brands Carex Self Standing Cane Tip

Place the Carex Self Standing Cane Tip on an existing cane and it will be able to stand by itself. Simply slip off the old cane tip and add the Self Standing Cane Tip and a patient will never be in need to search for a wall or chair to lean a cane against.



Made of sturdy non-slip rubberized material, this tip adds stability for cane users and will not leave black marks on floor surfaces. Fits all 3/4-inch and 7/8-inch cane shafts.

www.carex.com
BOOTH: 1029